

1. DESCRIPTION: Alpine  
2 for 1 Promotion  
09BA 09CA 09EA 09FA  
 2. SPECIAL CASE CODE: F/F 85's F/F 100's Lts. 85's Lts. 100's  
 3. PACKING Each case all 85's or 100's - F/F or Lights

FACTORS: One comp. 20's and one rev. 20's with Polywraps

10 packs (5 comp./5 rev.) 200 cigs./carton

150 2pk units/case

30 cartons (6,000 cigs.)/case

4. AREAS INCLUDED - Selected Markets

AREAS EXCLUDED - \_\_\_\_\_

5. INDIVIDUAL UNIT REQUIREMENTS:

QUANTITY/INDIVIDUAL DISTRIBUTION:

\_\_\_\_\_ - \_\_\_\_\_ PER X (NO. S/R) \_\_\_\_\_ = 254,400 2pk units

\_\_\_\_\_ - \_\_\_\_\_ PER X (NO. D.M.) \_\_\_\_\_ = \_\_\_\_\_

\_\_\_\_\_ - \_\_\_\_\_ PER X (NUMBER) \_\_\_\_\_ = \_\_\_\_\_

\_\_\_\_\_ - \_\_\_\_\_ PER X (NUMBER) \_\_\_\_\_ = \_\_\_\_\_

\_\_\_\_\_ - \_\_\_\_\_ PER X (NUMBER) \_\_\_\_\_ = \_\_\_\_\_

NUMBER UNITS REQUIRED FOR SHIPMENT = 254,400 2pk units

ADDITIONAL BACKUP = \_\_\_\_\_

TOTAL UNITS REQUIRED = 254,400 2pk units

6. PRODUCTION REQUIREMENTS:

		<u>09BA</u>	<u>09CA</u>	<u>09EA</u>	<u>09FA</u>
a. INDV. UNITS:		<u>63,600</u>	<u>63,600</u>	<u>63,600</u>	<u>63,600</u>
b. CASES:		<u>424</u>	<u>424</u>	<u>424</u>	<u>424</u>
c. CIGARETTES:	Rev.	<u>1.272</u>	<u>1.272</u>	<u>1.272</u>	<u>1.272</u>
(Millions)	Comp.	<u>1.272</u>	<u>1.272</u>	<u>1.272</u>	<u>1.272</u>

## 7. BILLING REQUIREMENTS:

CHARGE TO: SALES X SAMPLES \_\_\_\_\_TOTAL UNITS: 10,176,000 \_\_\_\_\_

## 8. SHIPPING SCHEDULE:

UNITS REQUIRED TO BE RECEIVED IN FIELD BY - 2/14/94  
3/07/94ALL AT ONCE \_\_\_\_\_ PHASED DELIVERY XPRODUCT MUST ARRIVE AT THE WHOLESALERS FOR TAX STAMPING BYTHE DATES ASSIGNED HERE.PRODUCT ORDERS MUST BE ENTERED INTO THE ORDER ENTRY SYSTEM BY:1/14/94 FOR DELIVERY 2/14/942/07/94 FOR DELIVERY 3/07/94

## 9. COMMENTS - SPECIAL INSTRUCTIONS:

CODE BOTH END FLAPS OF THE WHITE PROMOTIONAL CARTONS:ALPINE F/F 09BAALPINE LTS. 09EA2 FOR 12 FOR 1ALPINE F/F 100 09CAALPINE LTS. 100 09FA2 FOR 12 FOR 1REQUESTED BY Brand DATE 10/26/93APPROVED BY D. L. Smith DATE 10/26/93REVISION #1 DATE 12/02/93REVISION #2 DATE 12/06/93

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